

## Message Text

LIMITED OFFICIAL USE

PAGE 01 JAKART 06045 100709Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 COME-00 XMB-02 OMB-01 TRSE-00  
H-01 SS-15 CIAE-00 INR-10 NSAE-00 DODE-00 NSC-05  
/055 W

-----057460 100811Z /23

R 100605Z MAY 78  
FM AMEMBASSY JAKARTA  
TO SECSTATE WASHDC 8643

LIMITED OFFICIAL USE JAKARTA 6045

E.O. 11652: N/A  
TAGS: EAIR, BEXP, ID  
SUBJECT: POTENTIAL SALE OF LOCKHEED L-100'S

REF: STATE 118340 AND PREVIOUS

1. SUBJECT WAS NOT RAISED DURING VICE PRESIDENT'S CONVERSATIONS WITH GOI OFFICIALS. HOWEVER, AMBASSADOR WROTE TO MINISTER OF COMMUNICATIONS MAY 5 ENCLOSING DETAILS ON L-100 CONTAINED IN STATE 113189. BASED ON ASSURANCES IN A MAY 3 TELEX FROM LOCKHEED REP R.E.HARRISON, AMBASSADOR STATED IN THE LETTER THAT A COMPANY REPRESENTATIVE WOULD BE IN JAKARTA WITHIN "NEXT SEVERAL DAYS." MAY 22 WILL BE SEVERAL WEEKS RATHER THAN DAYS.

2. IT IS ENTIRELY POSSIBLE THAT THIS MATTER IS NOT URGENT IN THE SENSE THAT A DECISION MAY BE MADE WITHIN THE NEXT FEW DAYS. HOWEVER, THE ESSENTIAL POINT IS THAT THE MINISTER OF COMMUNICATIONS CALLED THE AMBASSADOR ON AN URGENT BASIS WITH A REQUEST FOR INFORMATION. THE MINISTER HAS THE RIGHT TO EXPECT A QUICK IF NOT IMMEDIATE RESPONSE IF THE COMPANY TRULY IS SERIOUS ABOUT MAKING THIS SALE. MOREOVER, EVEN IF A PURCHASE DECISION IS NOT IMMINENT, BY NOT ACTING QUICKLY AND FORCEFULLY LOCKHEED RUNS THE RISK OF LEETING THE GOI  
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BEGIN TO THINK ONLY IN TERMS OF THE FRENCH ALTERNATIVE. ONCE THIS HAPPENS ANY SUBSEQUENT LOCKHEED SLAES CAMPAIGN, NO MATTER HOW ENERGETIC, MAY NOT BE ABLE TO REVERSE THE BUREAUCRATIC PROCESSES ALREADY SET IN MOTION.

3. INDONESIAN BUSINESSMEN AND OFFICIALS FREQUENTLY COMPLAIN THAT U.S. BUSINESSMEN ARE LESS AGGRESSIVE THAN

THEIR EUROPEAN AND JAPANESE COUNTERPARTS. THIS WOULD  
APPEAR TO BE A PRIME EXAMPLE OF SUCH LACKADAISICAL SALES  
EFFORTS. WE SHARE THE DEPARTMENT'S BEMUSEMENT BUT DON'T  
KNOW WHAT MORE THE EMBASSY CAN DO TO SHAKE UP THE COMPANY.  
MASTERS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, NEGOTIATIONS, TRANSPORT AIRCRAFT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978JAKART06045  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780197-1250  
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**Handling Restrictions:** n/a  
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**Litigation History:**  
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**Message ID:** 085530a1-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 118340  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Event:**  
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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2738858  
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**Status:** NATIVE  
**Subject:** POTENTIAL SALE OF LOCKHEED L-100\S  
**TAGS:** EAIR, BEXP, ID, LOCKHEED  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014